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HEIKES--HUNTSVILLE--TREES.

The Huntsville Wholesale Nurseries.

JANUARY.

Huntsville, Ala.

1904



FOR THE TRADE ONLY

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filed at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss, and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.

The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

References: W. B. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1903 AND SPRING OF 1904.

The publication of this list abrogates previous quotations.

Except where prices are agreed upon, these quotations are subject to change without notice.

See Terms and Conditions governing these quotations on another page.

HEIKES HUNTSVILLE TREES.

The Huntsville Wholesale Nurseries.

The Nursery Tract comprises 1021 acres, of which 700 acres are now planted in Nursery stock. In addition to the houses used for nursery purposes and the houses occupied by the Superintendent and his assistants, there are twenty-six cottages on the place occupied by the workmen. The cottages are located on the outside line of the nursery tract, separated as widely as possible. The number of hands employed vary from 80 to 150, dependent upon the season of the year. The number of trees now growing in these nurseries are as follows:

155,000 Kieffer Pear Grafts, two years,	510,000 Peaches, one year,
55,000 Pears, 2 yrs., budded, ass'd varieties,	1,250,000 June Budded Peaches
40,000 Plums, two years, (Americana)	550,000 Peach Seedlings, in dormant bud,
415,000 Cherries, two years,	65,000 Pear Seedlings, in dormant bud
845,000 Kieffer and Garber Pear Gfts, 1 year,	240,000 Marianna Stocks, in dormant bud,
65,000 Pears, 1 yr, budded, assorted varieties,	450,000 Mahalebs, in dormant bud,
90,000 Plums, one year	75,000 Pecan Seedlings, one year,
815,000 Cherries, one year,	
	4,630,000

HEIKES-BILOXI NURSERIES CO., Biloxi, Miss.

560 Acres.

175,000 Roses, 1 yr, grfts, buds and own roots,	125,000 Pecan Seedlings, 1, 2 and 3 years,
150,000 Rose Stocks, in dormant bud,	20,000 Magnolia, grandiflora, 1 2 and 3 years,
7,500 Pecans, grafted and budded,	
	477,500

Inspector's Certificate.

This is the nurserymen's paradise. There are no injurious insects on nursery stock,—no slugs on pears, no aphids on cherries, plums, nor peaches, no San Jose Scale, Root-Knot, nor Crown-Gall on anything. There are some borers in peach roots; but everybody knows how to get them. We have inspector's certificate showing our nurseries to be free from San Jose Scale and other pernicious insects.

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

KIEFFER PEARS--Two Years, Grafted on French or Japan Pear Seedlings.

	CIPHER.	Per 10	Per 100	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	Fodder			SOLD
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	Folder			SOLD
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	Fellow			SOLD
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	Fondle			SOLD
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	Foolish			SOLD
Two years, 3 to 4 feet, more or less branched.....	Forage			SOLD
Two years, 2 to 3 feet, more or less branched.....	Fory			SOLD

KIEFFER AND GARBER PEARS--One Year, Grafted on French Pear Seedlings.

	CIPHER.	Per 1000
One year, 5 to 6 feet, not branched.....	Fabrie	\$70 00
One year, 4 to 5 feet, not branched.....	Fable	60 00
One year, 3 to 4 feet, not branched.....	Farmer	50 00
One year, 2 to 3 feet, not branched.....	Farther	40 00
One year, 1 to 2 feet, not branched.....	Fathom	30 00

The price of Garber is \$10 per 1000 additional to these quotations.

STANDARD PEARS--Two Years, Budded on French Pear Seedlings.

	CIPHER.	Per 10	Per 100	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	Feather			SOLD
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	Feeble			SOLD
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	Fellow			SOLD
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	Felon			SOLD
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	Festal			SOLD
Two years, 3 to 4 feet, more or less branched.....	Fetter			SOLD

VARIETIES—Koonce, Early Harvest, Howell, Clapp's Favorite, Bartlett, Duchess d'Angouleme, Seckel, Flemish Beauty, Beurre d'Anjou, Lawrence, Alamo.

STANDARD PEARS--One Year, on French Pear Seedlings.

	CIPHER.	Per 1000
One year, 5 to 6 feet, not branched.....	Fossil	\$100 00
One year, 4 to 5 feet, not branched.....	Foster	85 00
One year, 3 to 4 feet, not branched.....	Founder	75 00
One year, 2 to 3 feet, not branched.....	Falter	60 00

VARIETIES—Koonce, Early Harvest, Howell, Clapp's Favorite, Bartlett, Duchess d'Angouleme, Seckel, Flemish Beauty, Beurre d'Anjou, Lawrence, Alamo.

AMERICAN A	Hammer.	Happen.	Harden.	Harrow.	Hasten.	Hatter.	Haven.	Havoc
PLUMS 2 Yrs.	¾ & up	5 to 6 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	4 to 5 feet	3 to 4 ft	2 to 3 ft
On Marianna.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	½ to 9-16	7-16 to ½		
Well Bran'd.	Per M	\$150	Per M	\$145	Per M	\$135	Pr M	\$125
					Pr M	\$115	P r M	\$100
							Pr M	\$75
								Pr M
								\$60

Sold Sold Sold Sold

DeSoto.....	790	800	300	230
Forest Garden.....	670	690	890	500
Hawkeye.....	180	270	100	220
Hunt.....	40	20	10	20
Klondike.....	100	800	600	700
Stoddard.....	500	242	170	190
Weaver.....	700	50	10	30
Wolf.....	1500	700	190	620
Wyant.....		1000	630	1400

PLUMS 1 Year.	Letter.	Liking.	Limber.	Limpid.	Linger.	Liquor.	Listen.
	5 to 6 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	4 to 5 feet	3 to 4 feet	2 to 3 feet
	11-16 to $\frac{3}{4}$	$\frac{3}{4}$ to 11-16	9-16 to $\frac{3}{4}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$		
Well Branched.	Pr M \$135	Fr M \$125	Pr M \$110	Per M \$80	Per M \$70	Per M \$65	Per M \$50
America.....	170	50	...	...	10	10	...
Burbank.....	...	...	...	...	...	...	...
Bartlett.....	...	50	150	...	10	...	...
Red June.....	...	900	...	...	...	...	...
Red Nagate.....	...	...	...	...	...	...	...
Wickson.....	...	...	...	...	...	...	...
Pottawattamie.....	...	...	...	...	...	100	100
Wild Goose.....	140	160	200	300	200	...	69
Pool's Pride.....	...	...	...	...	...	...	40
Gonzales.....	25	100	60	150	...	...	100
Sultan.....	100	100	70	...	...	...	10

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

CHERRY TREES—Two Years. On Mahaleb.

	CIPHER	Per 1000
Early Richmond,	1 inch & up, 5 to 7 feet, well bran'd. <i>Omen</i>	
Vladimir	¾ to 1 inch, 5 to 6 feet, well bran'd. <i>Object</i>	
Dyehouse	¾ to ¾, 4½ to 5½ feet, well bran'd. <i>Oblong</i>	
Baldwin,	9-16 to ¾, 4 feet and up, well bran'd. <i>Octave</i>	
	¾ to 9-16, 3½ feet and up, well bran'd. <i>Office</i>	
L. Montmorency,	3 to 4 feet, branched. <i>Onward</i>	
Ostheimer, Suda,	2 to 3 feet, more or less branched. <i>Order</i>	
English Morello,	1 inch and up, 5 ft. & up, well bran'd. <i>Orgie</i>	
Wragg, Manger,	¾ to 1 in, 4½ ft. and up, well bran'd. <i>Oblige</i>	
Montmorency Ord.,	¾ to ¾, 4 ft. and up, well bran'd. <i>Obscure</i>	
Terry (Ea. Russ.),	9-16 to ¾, 3½ ft. and up, well bran'd. <i>Observe</i>	
Thirty Days,	¾ to 9-16, 3 ft. and up, well bran'd. <i>Obtain</i>	
Early Morello,	3 to 4 feet, branched. <i>Ocean</i>	
	2 to 3 feet, more or less branched. <i>Orbit</i>	

We find that we have a limited surplus of two-year-old cherries. They are very fine. Prices upon application.

CHERRY TREES—One Year. On Mahaleb.

	CIPHER.	Per 1000
One year, 4 to 5 feet, ¾ to ¾, well branched. <i>Picket</i>		SOLD
One year, 3 to 4 feet, 9-16 to ¾, well branched. <i>Paling</i>		\$150 00
One year, 2½ to 3 feet, ¾ to 9-16, well branched. <i>Panel</i>		125 00
One year, 2 to 2½ feet, branched. <i>Parade</i>		115 00
One year, 1 to 2 feet, little if any branched. <i>Pastor</i>		65 00
Dyehouse	Suda	Montmorency (Ord.)
Early Richmond	English Morello	Ostheimer
Terry (Ea. Russ.)	Large Montmorency	Wragg
Early Morello	Vladimir	Thirty Days

PEACH TREES—On Peach. Leading Varieties.

Our Peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from aphid, Root-Knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produce a well-matured tree, with fine fibrous roots. Our peach trees have been grown with especial reference to the Southern trade, where medium or small sizes are mostly wanted. The San Jose Scale, Yellowes and Rosette are unknown in this section, and we have been careful not to bring in any buds from affected localities.

Peach Trees	Ransom	Rattle.	Rebate	Recite.	Reserve.	Resource	Render	Renew
One Year,	5 to 6 ft.	4 to 6 ft.	4 to 5 ft.	3½ to 4½ ft.	3 to 4 feet	2 to 3 ft.	18 to 24	12 to 18
On	¾ to ¾	9-16 to ¾	¾ to 9-16	7-16 to ¾	Under 7-16			
Peach Stock	Pr M \$50	Pr M \$45	Pr M \$40	Pr M \$35	Per M \$30	Pr M \$20	Pr M \$17.50	Pr M \$15
Admiral Dewey	...	...	...	20	50	...	220	420
Alexander	...	...	...	35	...	...	...	...
Arp Beauty	530	200	60	...	...	...	...	...
Beer's Smock	...	...	...	...	...	20	...	...
Colon	20	70	90	100	430	120	...	...
Carman	200	270	390	20	2000	...	21000	9000
Crawford's Late	490	480	90	...	...	...	100	50
Champion	430	190	320	120	220	740	600	450
Crosby	...	...	...	...	...	20	20	20
Elberta	1030	...	...	...	...	...	39200	54100
Emma	...	160	320	220	1260	...	90	100
Early Tillotson	170	230	...	...	...	...	...	...
Family Favorite	80	250	160	390	1290	440	300	160
Fitzgerald	60	...	...	30	1060	220	180	150
F. St. John	...	...	...	...	2730	3460	3820	8500
Gov. Hogg	...	70	75	30	...	...	80	...
Globe	10	...	...	...	1180	740	900	1100
Heath Cling	20	20	...	...	20	...	...	20
Hiley (Ea. Belle)	810	110	190	410	...	...	775	600
Honey	...	...	20	...	...	...	30	...
Imperial	10	50	80	90	180	40	...	...
Lady Ingold	...	...	40	190	620	240	105	100
Lemon Cling	...	...	...	15	520	240	60	...
Mamie Ross	...	...	...	...	4080	5200	...	...
Mountain Rose	960	270	150	50	...	...	8400	14350
Old Mixon Free	515	500	...	...	1530	700	200	200
Pallas	...	...	40	40	40	...	30	...
Picquet's Late	...	...	110	185	380	100	...	...
Reeve's Favorite	60	...	...	...	260	1200	1000	1550
Stinson's Oct.	10	78	200	25	1900	990	580	450
Salway	95	60	...	20	30	...	...	...
Stump	20	20	...	45	600	1000	250	240
Victor	...	...	60	...	...	...	20	...
Waddell	...	...	...	...	...	...	...	...

ELBERTA, 6 to 12 INCHES, \$10 PER 1000.

Apple Trees	Galley	Gallop	Gallon	Gabble	Garcon	Garble	Gaston	Golden
Two Years	5 to 6 ft	5 to 6 ft	4 to 6 ft	4 to 5 ft	3½ to 4½ ft	13 to 4 ft	2 to 3 ft	1 to 2 ft
Grafted.	¾ & up	¾ to ¾	9-16 to ¾	¾ to 9-16	7-16 to ¾	under 7-16		
Whole Roots	Pr M \$70	Pr M \$55	Pr M \$50	Pr M \$40	Pr M \$30	Pr M \$25	Pr M \$20	Pr M \$15
Ben Davis	1156	2140	2100	2420	2460	4360	1020	360

WINE SAP, one year, 1000 3 to 4 feet, per M \$35-

HEIKES-BILOXI NURSERIES COMPANY,

Biloxi, Mississippi.

Address all correspondence on business with these Nurseries to
W. F. HEIKES, Manager, Huntsville, Ala.

ROSES. }

Field Grown.
Very Fine.

<i>Rosette.</i>	<i>Robust.</i>	<i>Rocket.</i>
No. 1	No. 1½	No. 2
Per M \$80	Per M \$60	Per M \$25

DORMANT

Field Grown Roses

HYBRID PERPETUALS.

Anna de Deisbach, b. g. c.	300	500	...
Baroness Rothschild, b. g. c.	1100	1540	...
Olio.	...	350	650
Coquette des Alps, b. c.	...	500	...
Caroline de Sansal	60	200	...
Countess of Oxford, b.	650	180	50
Fisher Holmes	...	50	...
Francois Levet	450	750	300
Gen. Jacqueminot, b.	2900	700	...
Glorie of Lyonnaise	...	...	...
John Hopper, b.	...	150	...
Mad. Chas. Wood	...	20	...
Merveille de Lyon, b. g.	60	1220	290
Mad. Gab. Luizet, b.	...	230	...
Paul Neyron, b. c.	...	300	...
Ulrich Branner, b. c.	...	550	...

MISCELLANEOUS.

Agnes E. Carman	40	130	800
Caroline Testout, b.	...	300	...
Cl. Meteor, b.	400	200	...
Duchess de Brabant	140	90	...
Empress of China	50	...	...
Hermosa	...	70	...
Mad. George Bruant	...	100	...
Marechal Niel, b. g.	...	1200	...
Malmaison	30	...	...
Perle des Jaadins, b. c.	...	...	...
Pink Rambler	270	...	...
Solfaterre	60	130	...
Woodland Marguerite	150	160	...

MOSESSES.

Blanche Robert	...	160	200
Comtesse of Murinais	...	60	...
Crested Moss, b. c.	...	50	...
Capt. John Ingram	30	90	...
Glory of Mosses, b.	...	300	...
Gracilis, b. c.	1020	510	...
Luxemburg	...	850	...
Perpetual White Moss, b.	190	...	...
Salet, b.	350	150	...
White Bath	...	300	...

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxing and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

On orders sent in by Northern customers for Spring delivery we will pay freight to St. Louis and hold in cold storage there until wanted. We deliver to transfer companies and the cost of drayage will follow as advance charges, or be added to the bill.

OWN ROOTS, GRAFTS AND BUDS
—A few varieties marked b. are buds; when marked g. they are grafts; when marked b. g. they are both buds and grafts. and when marked b. g. c. they are buds, grafts and own roots. Where there are no marks they are on own roots.

We have a very fine stock of Roses at Biloxi this year, especially in the Hybrid Perpetuals, Mosses, Crimson Rambler, Marechal Niel and Climbing Perle des Jardins.

The No. 1 plants will have three or more branches and will be cut back to 18 or 24 inches. The roots are very fine.

We make a grade of Roses called No. 1½. This grade will be made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting. The tops of these will be cut back to two or three inches.

MAGNOLIA GRANDIFLORA.

	CIPHER.	Per 100
Field Grown, 6 to 12 inches	Master	\$10 00
Field Grown, 12 to 18 inches	Marble	12 50
Field Grown, 18 to 24 inches	Martin	15 00
Field Grown, 2 to 3 feet	Manger	20 00
Field Grown, 3 to 4 feet	Mallet	25 00

LIVE OAK.

	CIPHER.	Per 100
One year, 4 to 5 feet	Norton	\$25 00
One year, 3 to 4 feet	Native	20 00

PECANS--Best Grafted or Budded Paper Shell Varieties.

	CIPHER.	Per 100	
One year, 3 to 4 feet.....	Gabble	\$85 00	
One year, 2 to 3 feet.....	Gallie	75 00	
One year, 1 to 2 feet.....	Gallon	65 00	
Pride of the Coast	Stuart	Russell	Taylor

SEEDLINGS, Selected Nuts—1 to 2 feet, \$15 per 100; 2 to 3 feet, \$25 per 100.

Orders will not be accepted for less than \$5.00 worth of these Pecans, unless included in order for other trees.

NURSERYMEN'S CALIPER— $\frac{2}{3}$ SIZE.



This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to

W. F. HEIKES, Manager, Huntsville, Ala.

Unsolicited Testimonials.

KANSAS, April 13, 1903—"The trees were all in fine shape. Your trees have finer roots than any I have ever got of anyone else."

NEBRASKA, April 11, 1903—"I send draft for \$200. Will send balance soon. The cherry trees are the best I ever bought."

KANSAS, MO., April 8, 1903—"The roses arrived in good condition and much better than we had anticipated; in fact they were more than satisfactory."

IOWA, April 6, 1903—"The plums received and in very good order."

WISCONSIN, April 4, 1903—"We note your shipment of the third box of plums as ordered. We received the other two boxes all right and the same are O. K."

KANSAS, April 4, 1903—"Box trees received. Never saw better cherry and pear. Regret you could not furnish all the stock we wanted."

MISSOURI, March 4, 1903—"I have already bought of _____, but would much prefer your trees if I had known I could have got them."

TEXAS, February 19, 1903—"The trees we got of you were the best of that grade that I ever saw. Every one was more than pleased."

GEORGIA, January 10, 1903—"The trees arrived on last night's freight. We opened them up this morning and found them in good condition—in fact we think it as nice a lot of trees as we have ever seen. We were pleased with the shipment."

GEORGIA, February 7, 1903—"The people here in this locality are highly pleased with your trees."

MISSOURI, January 4, 1903—"The car load of trees we got of you last Spring grew finely."

GEORGIA, March 27, 1903—"All who have seen the trees we bought of you this season pronounced them to be as fine a lot of trees as they have ever seen. We do not want you to think we are given to flattery too much, but we did not see any trees that were shipped to this point that in any way compared with them."

IOWA, March 16, 1903—"Your goods arrived to-day and are all O. K."

GEORGIA, Jan. 2, 1903—"I found the trees very fine."

TENNESSEE, Jan. 5, 1903—"I have bought trees for my orchards the past few years from many different places, and I find those received from you superior to any others."

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., and Philadelphia, Pa., distributing points, and will deliver free of freight charges to transportation companies, at either of these places, all orders in car lots, or in less than car lots, to be shipped from Huntsville on the dates named below. Drayage or transfer charges to these points to be paid by the purchaser.

FOR ST. LOUIS--Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER--November 1st and in Spring.

The orders will be packed in Huntsville, and those for less than car lots will be combined to make up car lots and shipped to these points and distributed promptly to the various railroads centering there. This plan insures quick time and low freight rates. Orders for less than car lots must be boxed at Huntsville. The price of boxes will be additional.

This offer to deliver to distributing points free of freight charges will not apply to less than car-lot orders, if shipment is required at other than the above named dates; but we will ship car-lot orders at any time after September 20th anywhere desired within the territory tributary to the cities designated, and will deduct from the bill the cost of freight to the nearest distributing point.



THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

Unsolicited Testimonials.

GEORGIA, Dec. 29, 1902.—“Trees came to-day and they are a fine lot. Enclosed find \$60 to pay for them.”

TEXAS, December 22, 1902.—“This finishes your delivery at this place and everybody is well pleased with the trees. All say the trees came in the best shape they ever saw before from anywhere. I think I can sell more for you next year than I did this.”

TEXAS, Dec. 10, 1902.—“All our customers are well pleased with the peach trees. They are the finest ever delivered here.”

DELAWARE, July 9, 1902.—“Years ago I sold a lot of your Japan Plums. They are giving us splendid results. Please quote me prices.”

IOWA, June 30, 1902.—“I am very sorry you are sold out of peach trees. I would like to have had some more like I got of you last Spring. They gave the best satisfaction of any trees I ever sold.”

KANSAS, June 10, 1902.—“Boxes of trees shipped this Spring arrived in the finest of shape and are all doing well.”

NEW JERSEY, June 3, 1902.—“It seems to me you must put a dressing on your trees to give them a nice color. Is my idea correct?”

NEBRASKA, April 9, 1902.—“The trees you shipped me April 1st arrived a few days ago in good condition and are a fine lot of trees. It is a pleasure to deal with a man like you, and your honest delivery has built you up a trade no one can take from you.”

NEW JERSEY, April 4, 1902.—“The box of trees arrived to-day. I have examined same and find them in good shape.”

VIRGINIA, April 7, 1902.—“Shipment of cherry, pear and peach reached me in good condition a few days ago.”

NEW JERSEY, April 4, 1903.—“Box of peach from St. Louis arrived to-day. Very fine all through.”

IOWA, April 4, 1902.—“Stock arrived Saturday. We opened the ‘Putty.’ They are a fine lot of little trees, all O. K. Will open balance to-morrow. Thanks for prompt shipment and good stock.”

NEBRASKA, April 22, 1902.—“The peaches arrived in most excellent condition and were certainly a fine lot.”

NEBRASKA, April 4, 1902.—“I send draft for \$300 on account. Will send balance soon. Trees are all satisfactory.”

ILLINOIS, April 2, 1902.—“Trees received last Saturday all O. K. as to grade and condition.”

NEBRASKA, April 1, 1902.—“The car of trees arrived to-day, are unpacked and we find them all in good condition.”

KANSAS, April 20, 1902.—“The trees shipped from St. Louis are duly received in first-class condition.”

NEBRASKA, April 15, 1902.—“Hoping you will treat me as well in this deal as you have in former deals I have had with you.”

KENTUCKY, March 31, 1902.—“Box of goods came in on the 29th in good shape. Thanks for prompt work.”

MISSOURI, March 29, 1902.—“Received your trees a few days ago and found them, as usual, correct in count and first-class in every respect.”

ILLINOIS, March 24, 1902.—“The stock came to hand and opened up all right, and was well pleased with the stock.”

MISSOURI, March 22, 1902.—“Been buying trees of you occasionally for 20 odd years and never received a bad lot. Wonder how you can produce such uniformly fine roots.”

NORTH CAROLINA, March 27, 1902.—“The box of trees arrived yesterday and were all right—the best packed box of trees I ever saw, and tho’ so long on the road are in perfect condition. Will order in the future from your house.”